



## Pricing

Part of what makes SPI unique is our pricing and that every dollar you spend with SPI has an ROI of 16X. For example, one customer saw an increase in sales of \$625k after an investment in \$39k of SPI's systems. We do our best to be competitive because we recognize that where you spend your capital and operating dollars matters.

### Hardware:

- [EdgeConnect®](#) 4G Gateway: \$550-\$850 ea. Variables affecting final price include box build requirements (if any), power, network switching capability, volumes, etc.

### Dashboard Connectivity:

- \$300 flat fee per month (regardless of number of units). This flat fee is sometimes waived after a minimum purchase
- \$35 per EdgeConnect per month. Variables affecting final price include number and frequency of parameter measurement, frequency of data collection, cloud storage requirements, email and text alert requirements, and volume of deployed units.
- In certain applications, multiple customer devices can be connected to one EdgeConnect, thereby increasing your utilization

### Dashboard Customization:

- Included at no charge is the SPI [standard dashboard](#) with SPI branding. The standard dashboard includes, at no charge, up to 5 hours of customization. Further customizations are available (including private labeling), for \$125 / hr.

### Example Pricing Scenario for Dashboard Connectivity:

- Let's say you have 10 sites in the US that need remote monitoring using SPI's standard dashboard
- Total monthly cost to you = \$300 + \$35 X 10 units = **\$650 / month**
- That's 10 remote sites monitored from your phone, at a **monthly cost that pays for itself** the first time you find out about a compliance issue before your end customer does

This pricing summary gives you a high level overview of our hardware, connectivity, and customization costs. It goes without saying that pricing is different for every customer's needs – but this summary will give you an idea of what to expect.